

Behlen Industries LP

Made Strong, Made in Brandon

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Boasting more than 45 years in operation in Brandon and with clients in as far-flung locales as Mongolia, Behlen Industries LP is truly living its new motto, "Internationally Recognized, Locally Devoted."

Established in Brandon, MB, in 1969 as primarily a grain bin and quonset manufacturer for the region's agricultural base, Behlen Industries' homegrown business has been developed over the years and has now positioned them as a premiere manufacturer of industrial, commercial, recreational, and institutional buildings for many of North America's leading organizations. From industrial warehouses to local restaurants to indoor soccer stadiums or churches, Behlen Industries designs and manufactures buildings with innovative aesthetics to be sold through authorized dealers across the world.

Using its Frameless and Rigid frame steel building system, Behlen is able to provide and customize pre-engineered steel building solutions in the market. Also its unique frameless steel buildings are able to offer unique solutions based on climatic and seismic conditions. This system allows Behlen to offer low-cost, energy-efficient solutions while maintaining its corporate commitment to quality and customer service. Sourcing all its steel domestically, every building that comes out of its Brandon plant is designed and engineered specific to where it is going, then shipped in pieces to the customer where it is assembled. It is this focus on customization that has propelled Behlen's plant from its original footprint of 20,000 square feet to its current 224,000 square-foot facility with a shipping output of as many as 40 semi-loads of steel product weekly. Behlen stands proud when it comes to its Prairie Canadian roots and remains the largest pre-engineered steel manufacturer serving the domestic market.

Already a North American leader in the manufacturing of frameless steel buildings for decades, Behlen has turned part of its focus in recent years to a strategic international business expansion, with sights set firmly on Russia. Most notably, in 2013, Behlen headed up the construction of the largest frameless steel building in the world: a FIFA Category 4 soccer facility in Krasnoyarsk, in the territory of Siberia, which when complete, measured 315 feet wide by 400 feet long, and 75 feet to the ceiling. That feat of manufacturing was followed by the opening of a Moscow office in 2014 and the construction of five other sports facilities in Russia. Behlen has undeniably hit its stride in the Russian recreational facility market, and is now courting a contract for the construction of a Kontinental Hockey League hockey arena in the region. It also has become very active in the South American market, with clients in Chile, Peru and Colombia. The company trades on an international scale and its buildings stand on six continents. This diversification of geographic markets is positioning Behlen to be less reliant on the peaks and valleys of the Canadian construction industry and the volatility of the oil and gas industry.



- Largest pre-engineered steel manufacturer in Canada
- North America's first steel building manufacturer registered to ISO 9001
- 224,000 square foot-facility at 927 Douglas Street
- Manufacturing capacity of 27,000 structural steel US tons annually
- Employs 220 people at Brandon site
- Platinum member of Canada's 50 Best Managed Private Companies



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Still, Alberta, Saskatchewan, and Manitoba serve as the company's strongest markets, with the local Brandon market very much in the mix. Drive down any of Brandon's main streets and you'll see Behlen's products dotting the local business landscape - from the Qdoba Mexican Grill or the Keystone Centre along 18th Street, to their Douglas Street neighbours, Canada Post and Cando Rail Services - Behlen Industries LP remains committed to manufacturing quality steel buildings for the Brandon market. Thanks to a strong relationship with Crane Steel Structures Ltd., Behlen Industries has been able to put its stamp on nearly 50 buildings in Brandon and southwestern Manitoba.

As a member of the WGI Group family, Behlen has seen huge dollars invested back into its Brandon plant. A recent \$1 million-dollar investment in welding robotics technology – among the fastest in the world – will allow Behlen to improve efficiencies in customized manufacturing without downsizing its staff. New equipment on the factory floor focusing on the speed of manufacturing is also positioning Behlen to branch out beyond its usual customization and into more conventional steel products.

Yet, perhaps among Behlen's greatest assets are not its manufacturing processes, but its employees. Its ownership philosophy of "planning generationally, not quarterly" means Behlen enjoys long-term, loyal employees who truly feel their voices are heard amongst those around the board table. This parallel positioning alongside the company's top decision-makers has helped Behlen remain a competitive workplace in terms of attracting skilled welders, top-notch engineers, and enthusiastic, motivated office and warehouse staff. Recruitment efforts in recent years have brought in many new Canadians families to Brandon from Ireland, with a current focus now on drawing tradespeople from northwestern Ontario and from Nova Scotia.

With its continued position as a Platinum member of the Canada's 50 Best Managed Private Companies, Behlen Industries LP is made strong and made in Brandon!

